

One Year MBA - DEM

Full-time MBA Program in
Digital Enterprise Management



भारतीय प्रबंध संस्थान उदयपुर
Indian Institute of Management Udaipur

www.iimu.ac.in

IIMU Corporate Relations Team

Mr. Souvik Roy
Head - Placement and
Corporate Relations
souvik.roy@iimu.ac.in
+91-90070 60767

Mr. Aravind Jadhav
aravind.jadhav@iimu.ac.in
+91-85003 04971

Mr. Gaurav Trivedi
gaurav.trivedi@iimu.ac.in
+91 96852 87653

Ms. Monika Tiwari
monika.tiwari@iimu.ac.in
+91 88003 81160

Ms. Sulbha Tak
sulbha.tak@iimu.ac.in
+91-83860 83653

Ms. Swati Singh
swati.singh@iimu.ac.in
+91-86985 86795

Student Placements Committee 2023-24

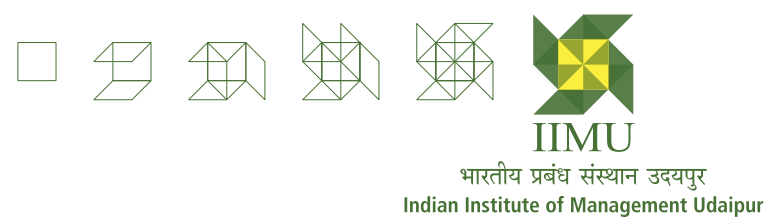
Deep Modi
deepmodi.dem2023@iimu.ac.in

Pavit Teg Bir Singh
pavittegbirsingh.dem2023@iimu.ac.in

Shobhit Gupta
shobhitgupta.dem2023@iimu.ac.in

Som Pratap Singh
sompratapsingh.dem2023@iimu.ac.in

Y Rohit Bharadwaj
rohitbharadwaj.dem2023@iimu.ac.in



Letter from Auditor

**SORAB S. ENGINEER & CO. (Regd.)
CHARTERED ACCOUNTANTS**

TELEPHONE : +91 79 29700466
: +91 79 48006782
EMAIL : sseahm@sseco.in
: sseahm@hotmail.com
WEB : www.sseco.in



804, SAKAR-IX,
BESIDES OLD RBI,
ASHRAM ROAD,
AHMEDABAD-380 009

To
The Director,
Indian Institute of Management Udaipur
Udaipur.

Dear Sir,

**Re: Placement Audit Report for 2023-24 of the One Year Full-time MBA Program in Digital
Enterprise Management (DEM)**

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of MBA-DEM Batch 2023-24 of Indian Institute of Management, Udaipur ("IIM-U"). The Report is the responsibility of IIM-U. Our responsibility is to validate the information provided in the Report with the relevant documentation and comment on the Report's conformance with the Indian Placement Reporting Standards, Revision 2.2 (IPRS).

In this context, we confirm the following:

1. For purpose of audit, we have obtained all the information and explanations, which to the best of our knowledge and belief were necessary. In our opinion, the Report complies with the IPRS.
2. The validation of information presented in the Report is based on communication received by IIM-U from recruiting companies. We have not independently sourced any information or documentation.
3. We have verified the information with respect to remuneration presented in the Report with communication received from recruiters. Information regarding compensation received from individual students has not been used.



Head Office: 902, Raheja Centre, Free Press Journal Marg, Nariman Point, Mumbai-400 021.
Telephone: +91 22 2282 4811, 2204 0861 • **Email:** sorabsengineer@yahoo.com, ssemum@sseco.in

Bengaluru Branch: F-1, Vaastu Jayalaxmi, 8 Street, Opp. Fortis Hospital, 1st Main Road, Sheshadripuram, Bengaluru-560020.
Telephone: +91 9925879234 • **Email:** sseblr@sseco.in

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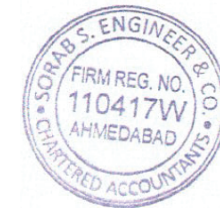
4. The information has been categorized as best as possible under different salary heads as given in the IPRS Revision 2.2; where a break-up was not available, the salary has been considered only as 'Maximum Earning Potential'.
5. Performance Bonus has been considered for calculation of 'Maximum Earning Potential'.
6. Stock options has been mentioned for twelve students with details on how much vests in the first year. Hence, the corresponding fixed amount has been considered for calculating 'Maximum Earning Potential'.
7. The number of students opting out of the placement process has been established through written communication from those students.
8. We have only audited the salary figures in the placement report and not the report's season highlight section.

For Sorab S. Engineer & Co.

Chartered Accountants
Firm Registration No. 110417W


CA. Chokshi Shreyas B.

Partner
Membership No. 100892
UDIN: 24100892BJZXTW5313
Ahmedabad
September 20, 2024



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Placement

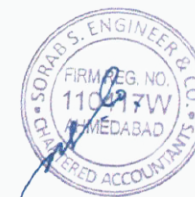
Season Highlights

- IIM Udaipur welcomed prominent recruiters like Accenture Strategy & Consulting, Accenture Technology, AIS, Amadeus, Belzabar Software Design, CAMS, Cognizant, Delhivery, DP World, Exponentia.ai, FarEye, Infosys, Kraft Heinz, MAQ Software, Mckinsey, Mphasis, Nimble work, o9 Solutions, Orane Consulting Pvt Ltd., Plantlipids, Pramerica Life Insurance, Prompt Group, ServiceNow, Tech Mahindra, Thoucentric.
- 25 recruiters** extended offers to MBA-DEM students at IIM Udaipur.
- Roles were offered across various domains like Analytics, Consulting & Strategy, General Management, Operations/Supply Chain Management (SCM), Product Management, Project Management, Sales & Marketing & Business Development.
- Salary details based on maximum earning potential (Domestic):
 - Highest maximum earning potential (Domestic): **Rs 35.44 lakhs per annum.**
 - Average maximum earning potential (Domestic): **Rs 21.72 lakhs per annum.**
 - Median earning potential (Domestic): **Rs 20 lakhs per annum**



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Placement details as per IPRS

The entire batch of students was eligible for sitting in the Final Placements.

Classification of the entire placement pool

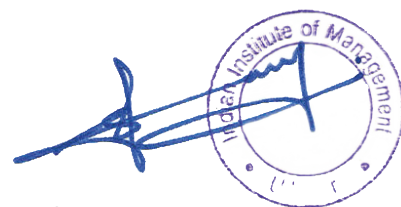
Categories	Number of students
1. Sought Placement through the institute	61
2. Number of students who did not seek placement through the institute	2
2a. Company-sponsored or already employed	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to / joining family business	-
2f. Sought placement outside the campus placement process	1
2g. Did not seek placements for other reasons	1
3. Total who sought Placements through the institute	59
4. Total offers accepted	53
5. Number unplaced, if any	6

Table 1: Classification of entire placement pool



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Souviuk Roy
Head-Placement & Corporate Relations

Classification Based on Sectors

Sector	No. of offers accepted
Banking, Financial Services and Insurance (BFSI)	5
Consulting	7
Fast Moving Consumer Goods/Durables & Retail	1
Information Technology/ITES	35
Logistics	4
Manufacturing/Engineering/Energy	1
Total	53

Table 2: Classification based on sectors

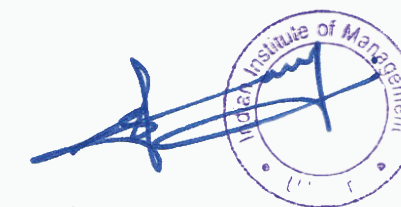
Classification Based on Functions

Function	No. of offers accepted
Analytics	7
Consulting & Strategy	22
General Management	2
Operations/Supply Chain Management (SCM)	3
Product Management	9
Project Management	4
Sales & Marketing and Business Development	6
Total	53



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



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Head-Placement & Corporate Relations

Classification

Based on Location

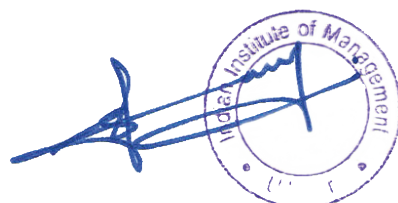
4.1 Classification based on Locations within India

Location (within India)	No. of offers accepted
Ahmedabad	2
Bengaluru	18
Chennai	7
Delhi	1
Gurugram	3
Guwahati	1
Hyderabad	6
Kerala	1
Mumbai	5
Noida	4
Pune	5
Total	53



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Souviuk Roy
Head-Placement & Corporate Relations

Salary Data

Note: The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified.

5.1 Salary Head – Domestic Offers (INR)

Salary	Min	Max	Median	Mean	Data
A. Fixed Yearly Cash Component	11,70,156	25,00,000	15,90,036	17,25,882	53
B. One-time Cash Payment	35,000	3,50,000	1,60,000	1,73,461	26
C. Total Guaranteed Cash Component	11,70,156	26,62,000	16,90,032	18,10,976	53
D. Maximum Earning Potential	15,00,000	35,43,762	20,00,001	21,72,428	53

Table 5.1: Salary head – Domestic Offers (INR)

Note:

Conversion of ESOPs from USD to INR have been made as per the Closing rate of May 29, 2024, with conversion rate of 1 USD = 83.375 INR.

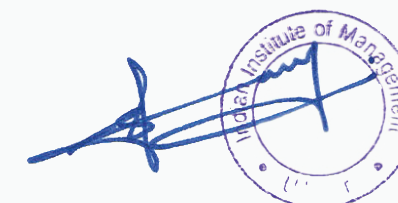
Conversion of ESOPs from USD to INR have been made as per the Closing rate of June 05, 2024, with conversion rate of 1 USD = 83.412 INR.

Source: <https://www.poundsterlinglive.com/history/USD-INR-2024>



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Souviuk Roy
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Classification of salary

based on sector – Domestic (INR)

5.2 Salary classification based on Sector – Domestic (INR)

Fixed Yearly Cash Component					
Sectors	Min	Max	Median	Mean	Data
A. Banking, Financial Services and Insurance (BFSI)	14,52,842	20,60,887	18,31,581	17,24,946	5
B. Consulting	15,37,840	18,12,000	17,12,000	16,75,045	7
C. Fast Moving Consumer Goods/Durables & Retail (FMCG/D)	14,25,400	14,25,400	14,25,400	14,25,400	1
D. Information Technology/ITES	11,70,156	25,00,000	15,90,036	17,78,253	35
E. Logistics	14,78,150	15,78,400	14,78,150	15,03,213	4
F. Manufacturing/Engineering/Energy	14,44,620	14,44,620	14,44,620	14,44,620	1

Table 5.2.1: Classification of fixed yearly cash component based on sector – Domestic (INR)

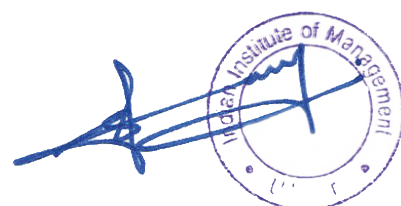
One-time Cash Payment					
Sectors	Min	Max	Median	Mean	Data
A. Banking, Financial Services and Insurance (BFSI)	1,70,000	1,70,000	1,70,000	1,70,000	1
B. Consulting	3,00,000	3,00,000	3,00,000	3,00,000	4
C. Fast Moving Consumer Goods/Durables & Retail (FMCG/D)	2,00,000	2,00,000	2,00,000	2,00,000	1
D. Information Technology/ITES	35,000	3,50,000	1,40,000	1,58,749	16
E. Logistics	1,00,000	1,00,000	1,00,000	1,00,000	4
F. Manufacturing/Engineering/Energy	-	-	-	-	-

Table 5.2.2: Classification of one-time cash payment based on sector – Domestic (INR)



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Souviuk Roy
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Total Guaranteed Cash Component					
Sectors	Min	Max	Median	Mean	Data
A. Banking, Financial Services and Insurance (BFSI)	14,83,839	20,60,887	18,31,581	17,58,946	5
B. Consulting	15,37,840	21,12,000	20,12,000	18,46,474	7
C. Fast Moving Consumer Goods/Durables & Retail (FMCG/D)	16,25,400	16,25,400	16,25,400	16,25,400	1
D. Information Technology/ITES	11,70,156	26,62,000	17,07,880	18,50,824	35
E. Logistics	15,78,150	16,78,400	15,78,150	16,03,213	4
F. Manufacturing/Engineering/Energy	14,44,620	14,44,620	14,44,620	14,44,620	1

Table 5.2.3: Classification of total guaranteed cash component based on sector – Domestic (INR)

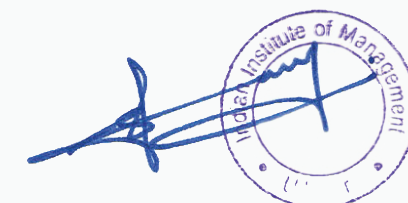
Maximum Earning Potential					
Sectors	Min	Max	Median	Mean	Data
A. Banking, Financial Services and Insurance (BFSI)	17,00,000	25,00,000	22,00,000	20,80,000	5
B. Consulting	18,00,000	25,63,500	24,39,200	22,15,192	7
C. Fast Moving Consumer Goods/Durables & Retail (FMCG/D)	19,35,054	19,35,054	19,35,054	19,35,054	1
D. Information Technology/ITES	15,00,000	35,43,762	20,00,001	22,37,295	35
E. Logistics	17,92,400	18,00,000	18,00,000	17,98,100	4
F. Manufacturing/Engineering/Energy	18,00,000	18,00,000	18,00,000	18,00,000	1

Table 5.2.4: Classification of maximum earning potential based on sector – Domestic (INR)



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Souviuk Roy
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Classification of salary

based on function – Domestic (INR)

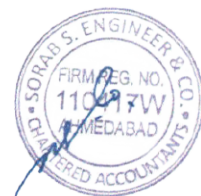
5.3 Salary classification based on Function – Domestic (INR)

Fixed Yearly Cash Component					
Sectors	Min	Max	Median	Mean	Data
A. Analytics	12,31,800	19,12,000	15,37,840	15,37,007	7
B. Consulting & Strategy	11,70,156	23,12,000	15,49,818	16,43,000	22
C. General management	18,05,000	19,95,000	19,00,000	19,00,000	2
D. Operations/Supply Chain Management (SCM)	14,25,400	18,13,581	15,78,400	16,05,794	3
E. Product Management	14,83,839	25,00,000	24,50,750	21,24,537	9
F. Project Management	14,25,300	23,03,094	19,80,444	19,22,320	4
G. Sales & Marketing and Business Development	11,84,008	20,78,400	14,78,150	14,78,150	6

Table 5.3.1: Classification of fixed yearly cash component based on function – Domestic (INR)

One-time Cash Payment					
Sectors	Min	Max	Median	Mean	Data
A. Analytics	1,30,000	2,25,000	1,30,000	1,61,000	3
B. Consulting & Strategy	99,996	3,50,000	3,00,000	2,42,727	11
C. General management	2,00,000	2,00,000	2,00,000	2,00,000	2
D. Operations/Supply Chain Management (SCM)	1,00,000	2,00,000	1,50,000	1,50,000	2
E. Product Management	35,000	99,996	35,000	51,249	4
F. Project Management	1,50,000	1,50,000	1,50,000	1,50,000	1
G. Sales & Marketing and Business Development	1,00,000	1,00,000	1,00,000	1,00,000	3

Table 5.3.2: Classification of one-time cash payment based on function – Domestic (INR)



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



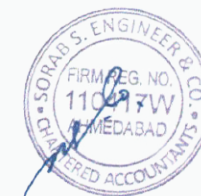
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Total Guaranteed Cash Component					
Sectors	Min	Max	Median	Mean	Data
A. Analytics	13,32,952	20,42,000	15,37,840	16,06,293	7
B. Consulting & Strategy	11,70,156	26,62,000	16,56,437	17,64,364	22
C. General management	20,05,000	21,95,000	21,00,000	21,00,000	2
D. Operations/Supply Chain Management (SCM)	16,25,400	18,13,581	16,78,400	17,05,794	3
E. Product Management	14,83,839	25,00,000	24,85,750	21,47,315	9
F. Project Management	14,25,300	23,03,094	20,55,444	19,59,820	4
G. Sales & Marketing and Business Development	11,84,008	20,78,400	15,78,150	15,73,200	6

Table 5.3.3: Classification of total guaranteed cash component based on function – Domestic (INR)

Maximum Earning Potential					
Sectors	Min	Max	Median	Mean	Data
A. Analytics	15,00,000	26,31,800	18,00,000	19,32,592	7
B. Consulting & Strategy	15,03,012	33,73,300	19,39,008	21,15,989	22
C. General management	21,00,000	23,00,000	22,00,000	22,00,000	2
D. Operations/Supply Chain Management (SCM)	19,35,054	26,24,000	19,35,054	22,53,018	3
E. Product Management	18,00,000	35,43,762	28,25,410	26,44,514	9
F. Project Management	17,62,592	28,68,089	25,50,000	24,32,670	4
G. Sales & Marketing and Business Development	15,00,008	24,00,000	18,00,000	18,66,668	6

Table 5.3.4: Classification of maximum earning potential based on function – Domestic (INR)



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Souviuk Roy
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Classification of salary based on location

5.4. Indian Locations:

Fixed Yearly Cash Component					
Indian Locations	Min	Max	Median	Mean	Data
A. Ahmedabad	11,84,008	14,25,400	13,04,704	13,04,704	2
B. Bengaluru	14,62,782	24,50,750	18,12,000	19,05,528	18
C. Chennai	14,12,084	20,60,887	15,09,600	16,57,350	7
D. Delhi	14,25,300	14,25,300	14,25,300	14,25,300	1
E. Gurugram	14,52,842	15,37,840	15,37,840	15,09,507	3
F. Guwahati	15,78,400	15,78,400	15,78,400	15,78,400	1
G. Hyderabad	11,70,156	25,00,000	19,84,200	20,06,426	6
H. Kerala	14,44,620	14,44,620	14,44,620	14,44,620	1
I. Mumbai	14,42,342	17,12,000	14,78,150	15,17,758	5
J. Noida	12,31,800	23,03,094	17,05,676	17,36,562	4
K. Pune	11,70,156	17,12,000	15,09,600	14,82,191	5

Table 5.4.1: Classification fixed yearly cash component payment based on location

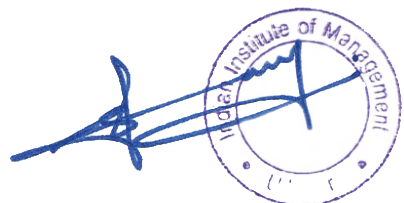
One-time Cash Payment					
Indian Locations	Min	Max	Median	Mean	Data
A. Ahmedabad	2,00,000	2,00,000	2,00,000	2,00,000	1
B. Bengaluru	35,000	3,50,000	1,30,000	1,68,928	14
C. Chennai	2,00,000	2,00,000	2,00,000	2,00,000	2
D. Delhi	-	-	-	-	-
E. Gurugram	1,70,000	1,70,000	1,70,000	1,70,000	1
F. Guwahati	1,00,000	1,00,000	1,00,000	1,00,000	1
G. Hyderabad	1,50,000	1,50,000	1,50,000	1,50,000	1
H. Kerala	-	-	-	-	-
I. Mumbai	1,00,000	3,00,000	1,00,000	1,50,000	4
J. Noida	2,25,000	2,25,000	2,25,000	2,25,000	1
K. Pune	3,00,000	3,00,000	3,00,000	3,00,000	1

Table 5.4.2: Classification of one-time cash payment based on location.



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For Indian Institute of Management - Udaipur



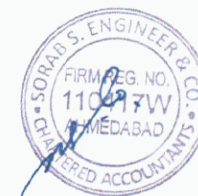
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Total Guaranteed Cash Component					
Indian Locations	Min	Max	Median	Mean	Data
A. Ahmedabad	11,84,008	16,25,400	14,04,704	14,04,704	2
B. Bengaluru	14,62,782	26,62,000	20,23,500	20,36,916	18
C. Chennai	14,83,839	20,60,887	17,07,880	17,14,493	7
D. Delhi	14,25,300	14,25,300	14,25,300	14,25,300	1
E. Gurugram	15,37,840	16,22,842	15,37,840	15,66,174	3
F. Guwahati	16,78,400	16,78,400	16,78,400	16,78,400	1
G. Hyderabad	11,70,156	25,00,000	20,17,100	20,31,426	6
H. Kerala	14,44,620	14,44,620	14,44,620	14,44,620	1
I. Mumbai	14,42,342	20,12,000	15,78,150	16,37,758	5
J. Noida	13,32,952	23,03,094	17,67,600	17,92,812	4
K. Pune	11,70,156	20,12,000	15,09,600	15,42,191	5

Table 5.4.3: Classification total guaranteed cash component payment based on location

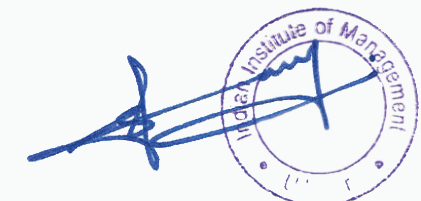
Maximum Earning Potential					
Indian Locations	Min	Max	Median	Mean	Data
A. Ahmedabad	15,00,008	19,35,054	17,17,531	17,17,531	2
B. Bengaluru	17,28,685	33,73,300	23,60,050	24,21,622	18
C. Chennai	17,72,996	25,00,000	19,39,008	20,47,858	7
D. Delhi	17,62,592	17,62,592	17,62,592	17,62,592	1
E. Gurugram	17,00,000	18,00,000	18,00,000	17,66,667	3
F. Guwahati	17,92,400	17,92,400	17,92,400	17,92,400	1
G. Hyderabad	15,03,012	35,43,762	24,56,694	25,91,537	6
H. Kerala	18,00,000	18,00,000	18,00,000	18,00,000	1
I. Mumbai	18,00,000	24,39,700	18,00,000	19,47,940	5
J. Noida	15,00,000	26,00,000	19,88,123	20,19,062	4
K. Pune	15,03,012	24,39,200	19,39,008	19,51,847	5

Table 5.4.4: Classification maximum earning potential payment based on location



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Souviuk Roy
Head-Placement & Corporate Relations

List of Recruiters by Sector

Banking, Financial Services and Insurance (BFSI)

- CAMS
- Pramerica Life Insurance

Consulting

- Accenture Strategy and Consulting
- Mckinsey
- Thoucentric

FMCG/Retail

- Kraft Heinz

Information Technology

- Accenture Technology
- AIS
- Amadeus
- Belzabar Software Design
- Cognizant
- Exponentia.ai
- FarEye
- Infosys
- MAQ Software
- Mphasis
- Nimble work
- o9 Solutions
- Orane Consulting Pvt Ltd.
- Prompt Group
- ServiceNow
- Tech Mahindra

Logistics

- Delhivery
- DP World

Manufacturing/Engineering/Energy

- Plantlipids

7. Compliance Statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Revision 2.2.

The instances where the report deviates from standards and the reasons for them are mentioned below:

Deviation from the standards	Reason
-	-

For Sorab S Engineer & Co.
Chartered Accountants
Firm Registration No. 110417W
CA. Chokshi Shreyas B.
CA. Chokshi Shreyas B.
Partner
Membership No. 100892
UDIN: 24100892BJZXTW5313
Ahmedabad



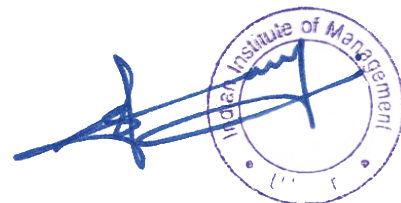
For Indian Institute of Management - Udaipur

Souvik Roy
Souvik Roy
Head-Placement & Corporate Relations



For Sorab S Engineer & Co. (Regd.)

For Indian Institute of Management - Udaipur



Souvik Roy
Head-Placement & Corporate Relations